THE CANNED GOODS TRADE

An Independent Journal of the Canning and Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, OCTOBER 21, 1904. NO. 9.

STEADY PRICES ON CANS MEAN

STEADY PRICES ON CANNED GOODS.

American Can Company

NEW YORK:
BOWLING GREEN BUILDING.

BALTIMORE, MD.
BOSTON AND HUDSON STREETS.

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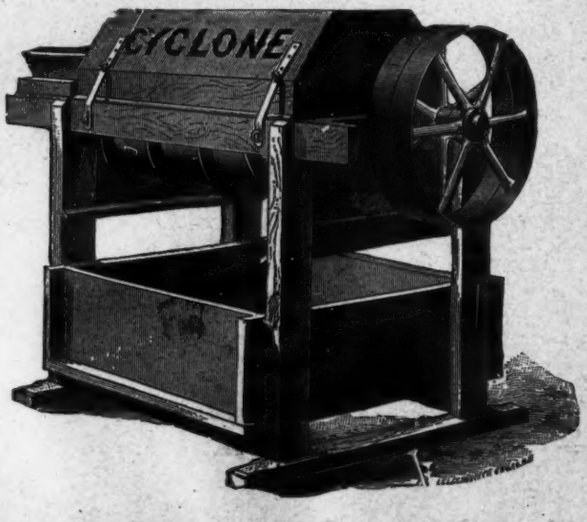
CYCLONE PULP AND PUMPKIN MACHINE

Will reduce any fruit or vegetable to a fine pulp, and will extract all the pulp from tomato skins, leaving it entirely free from skins and seeds. Does its work very rapidly and absolutely without waste. Continuous in action—self cleaning.



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MANUFACTURERS OF

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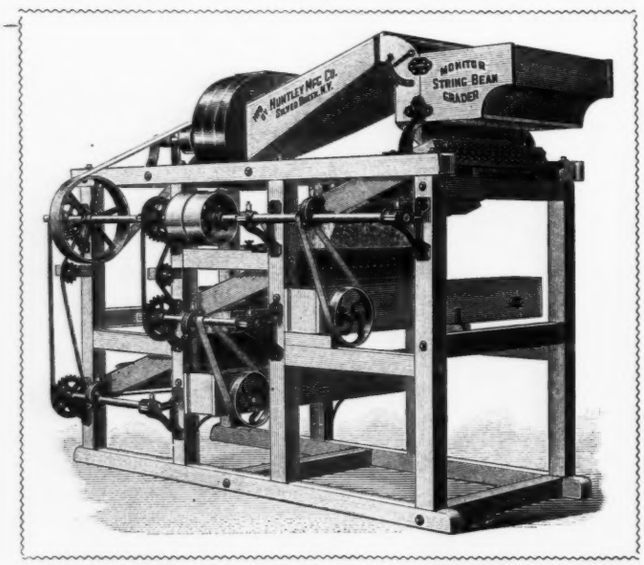

is a producer of maximum profits because it is most efficient, durable and absolutely satisfactory, producing four distinct and commercially perfect grades or classifications. It is the machine which embodies perfect air separations with perfect screen separation, and produces a class of work unequalled by any other make.

We will prove it to your own satisfaction, by installing one on trial. It is thoroughly guaranteed and is one of the famous "MONITOR" Machines which include

CREEN PEA GRADERS,
GREEN PEA CLEANERS,
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Huntley Manufacturing Co.,

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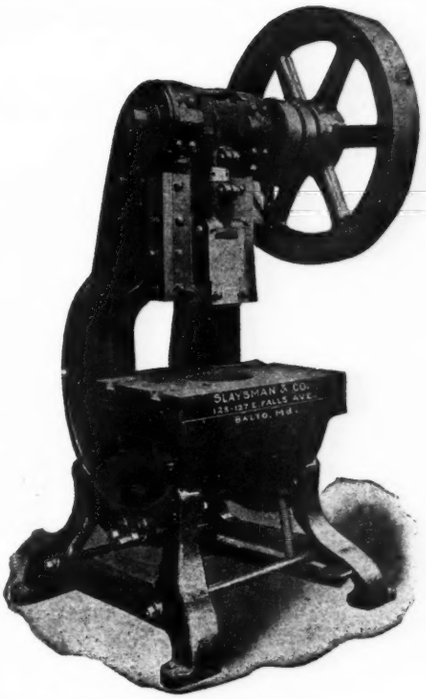

The above illustration represents the general style and appearance of the No. 5 Power Press. It can be used in an inclined position if desired; it is well made, as all Bearings are reamed and scraped.

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BALTIMORE, MD.

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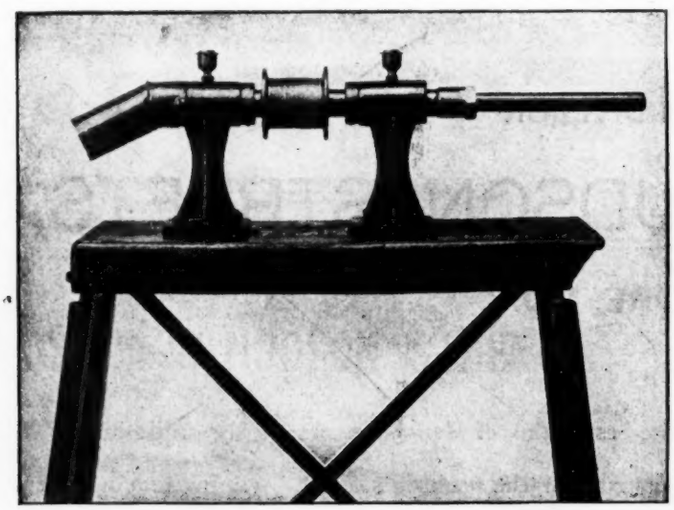

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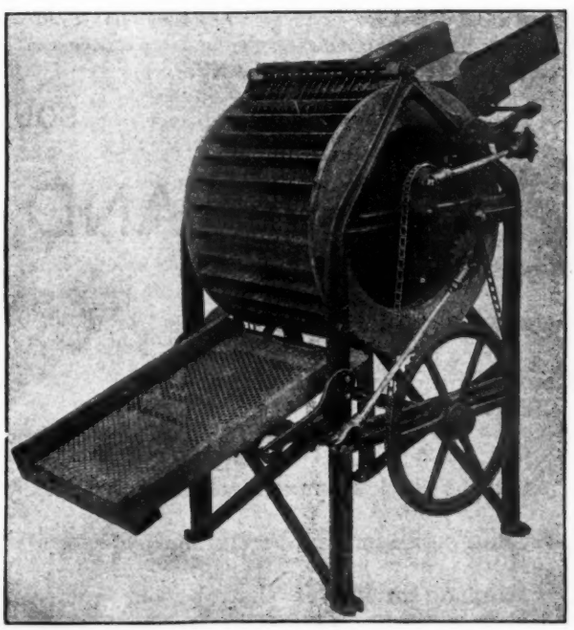

Pat. May 14, 1904. - - - Price $150.00,

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Steady Prices on Canned Goods.

AMERICAN CAN COMPANY.

DEPARTMENT PACKERS' CANS.

SOUTHERN DIVISION

BOSTON AND HUDSON STREETS,

BALTIMORE, MD.

To our Friends and Patrons:

Our facilities for supplying the trade with the best make of Cans are practically unlimited. This insures the quick shipments which are necessary during the rush of the packing season. We invite your correspondence on all matters pertaining to Packers' Cans, and you can depend upon your inquiries and orders receiving our best attention. It shall be our endeavor to give you a better Can and better service than you have ever received before.

Yours truly,

AMERICAN CAN COMPANY.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

BALTIMORE, FRIDAY, OCTOBER 21, 1904

STEADY PRICES ON CANS MEAN
STEADY PRICES ON CANNED GOODS.

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
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BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

More delightful temperature than what we have had during the past few days could not be invented, even the nights being rather warm. This condition of affairs at this time of the year produces what may be called a double disadvantage to the canned goods market. It creates in the mind of the tomato buyer the belief that the pack still continues and it naturally has a depressing effect upon the values of those goods. At the same time it puts the general public throughout the country into a very indifferent humor in respect to oysters. For while it is true that warm weather will cause tomatoes to continue to grow, it robs the average individual of what might be called an oyster-palate. This temperature condition prevails generally througout the Union and especially in the great tomato belt, and there is a certain amount of packing continuing in all the tomato regions from the Chesapeake to the Kaw River. We are not surprised therefore that the pulse of the tomato market is weaker.

Whilst the weak prices of tomatoes and the known light supply of corn will undoubtedly tend to make a very healthy market for next year's goods, packers complain that there is very little profit of any kind to them in any of the articles that have been packed this year.

Corn has ruled at a good, fair price the whole season and we believe that corn packers of Maryland, Virginia and Delaware have reaped as fair a harvest as any corn packers throughout the country.

Tomato dealers, however, have had a campaign of low prices and in spite of most conditions being favorable to higher figures there appears to be some financial difficulty destroying the nerve of buyers in respect to nearly all goods.

Peaches have gotten into good position this year and all authorities agree that they will hold it; but it has only been because of the lightness of the pack, for the price paid for the raw article by the packers bore a considerably heavier advance on normal values than the advance in the canned article has amounted to. They will probably advance heavily after the wholesale buyers have gotten possession of the market which we believe is almost

the condition at present. They will be safe on this article because California has few or no peaches to offer on the market at present. Maryland and Delaware are nearly cleaned up already, Georgia is not to be counted on in respect to canned peaches, and Michigan got a comparatively small pack. The middle section of the country west of the Mississippi did some packing of peaches but they already have passed into consumption and the market does not have to reckon with them.

Peas have been nearly a normal pack, passing out of the packers' hands as fast as they got into cans, but they went out almost at cost prices. One of the features of the pea situation was an apparent fear on the part of both eastern and western pea packers that one section or the other might get ahead in placing their entire pack upon the market and thus overloading it. There should be developing at present a good demand for peas, but it is not as strong as it should be and will probably have to wait until after the 8th of November until the market rouses from its lethargy.

Small fruits passed out of the packers' hands mainly during the packing season and as with other goods almost at cost prices. In the last thirty or forty days they have been advancing, in some cases quite sharply. Standard blackberries go to $1.00 per dozen on No. 2 cans, a price 50 per cent higher than they have known at this time of the year for the last twenty years. Some of the lesser articles of importance have been well packed during the past week, notably sweet potatoes and spinach. Both of these articles appear to be having a better market with the public than they ever enjoyed before and there is no reason why they should not become staple household articles.

In oysters, whilst the present weather is favorable to the tongers and a considerable quantity of the bivalves are arriving, cove oysters do not seem to advance proportionately to make the packers very desirous of taking them. On the other hand the first arrival of cold weather will cause an extraordinary shipment by railroad as they arrive at this port and between these two conditions the packer waits patiently for the arrival of the first of November when the dredging season commences and they will be at liberty to purchase supplies by the vessel load.

Brokers report almost no change in the canned goods market. Tomatoes are quoted dull, at 65c. to 70c. for No. 3 standards, which indicates a slight weakness as compared with last week. Maryland corn in this city is quoted at 67½ to 70c. for standards; 75 to 80c. for choice and 75c. to 90c. for dry packed. Shoepeg at 85c. to $1.

Quotations on peaches indicate that nearly all cheaper grades of goods in every class have disappeared and this amounts to an advance on what are still held in stock. Standard No. 3 white are quoted at $1.40 to $1.50; yellow at $1.45 to $1.50, and extras at $1.65 to $1.75; seconds white at $1.10 to $1.15, and yellow at $1.15 to $1.25. No. 3 pie unpeeled at 85 to 90c., and unpeeled gallons at $2.75 to $2.90.

Cans and Canners' Metals.—The demand for cans at present is too light to make much variation in quotations but it is usually during the winter season when there is small demand for cans that considerable decline occurs in quotations. At present there are also at work important influences that we believe are certain to result in a considerable lowering of the values of tin cans to the packers. We believe the winter season will be marked by bids from the can making companies for large orders at concessions, and the canned goods packers who operate on heavy lines and are well fixed in their bank accounts will be able to place their orders for cans at very advantageous rates, that is if they have the nerve to do so. We do not doubt that the conditions which will govern next year will justify them in taking all chances and 1905 should prove a propitious year for the canned goods packers, and a busy one for the lines of business depending upon them.

The American Can Co. have dropped No. 1 cans to $10, a reduction of $1.00; and gallon cans to $42.50 per 1,000, a reduction of $2.50 per 1,000.

Utica, N. Y., Oct. 12th, 1904.—The Mohawk River Canning Company, which has one factory at Lowell, in this county, and another at Fonda, has just completed its operation for this season. Its total pack amounts to nearly a million cans, made up as follows: Corn, 24,000 cases; peas, 12,000 cases; string beans, 5,000 cases. The yield of corn has been very large.

Millsburg, Ohio.—J. B. Dick, of Toledo, is here and expects to organize a company for the purpose of establishing a canning factory here. We are informed that he is meeting with much success here.

STEADY PRICES ON CANS MEAN STEADY PRICES FOR CANNED GOODS.

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

NEW YORK, October 19.—With the corn pack closed and other varieties of canned goods moving out under ordinary seasonable demand, the situation remains substantially as previously reported. Not much increase in demand is reported, with the exception of a few lines, but the outlook is that sales will increase and conditions will probably improve. Some leading dealers think that the dullness in the market is at an end and that in the future the market will be better than it has been in the past. With this outlook there is a better feeling and trade has taken on a different attitude.

Tomatoes.—There have been several rumors afloat regarding a syndicate with $1,000,000 which was to secure control of the tomato market. The trade is skeptical because as the pack is estimated at 8,000,000 to 9,000,000 cases, and $1,000,000 would control only a portion of the output. One of the effects of this was to put up the price of Maryland 3s to 75c. and standard New Jersey 3s at 85c. All admit that it would be a good thing, but they think that it will be impossible to accomplish it. Some Southern packers have been compelled to sell at low prices because of pressing financial needs. These have been relieved, and according to late reports the cheap tomatoes have been entirely withdrawn. The lowest quotation now is 70c. f. o. b. factory. There have been a good many rejections here as there has always been on a falling market. Dealers say that the quality of much of the stock is so poor that it would have been rejected any way. This rejected stock has been thrown on the market here and in some instances has sold as low as 57½c. Other lots went at 60 to 62½c. Canadian buyers, attracted by low prices, have been purchasing with some freedom, and there has been a good demand from the Northwest, also attracted by the low quotations. The local market is uneven. Some brokers say they have sold at 62½c. f. o. b. county; others say 65c., but while goods are offered in some instances at less money, strictly standard stock cannot be obtained below 65c. Spot goods have sold, in some cases at 67½c.

Corn.—Late estimates on the corn pack place the output for Maine and Vermont at 650,000 cases, compared with 575,000 last year and 381,000 the previous year. New York reports indicate an output of 750,000 cases, compared with 625,000 in 1903 and 585,000 in 1902. These figures are subject to revision, but come from conservative sources and are accepted as approximating the output. Jobbers placed larger orders than usual so that when they were scaled the 15 to 25 per cent the proportion left would make about as much as they expected to want. No futures are offered from either Maine or New York. An unusually large quantity of Southern corn, Maine style, has been sold, and the quality is reported the finest that ever came from the South. Much of the receipts from the West show poor quality, due, it is thought, to the anxiety to pack a large quantity. Rejections will follow liberal delivery. The market is firm, but quiet, with buyers making no purchasers. It is said that contracts will be scaled only 15 to 25 per cent.

Spinach.—Supplies are strongly held, with the pack limited because of frost. What proportion the present pack bears to the average output does not appear from the reports. The crop in this state and the middle West was ruined by freezing.

Fruits.—Not much is being done. Deliveries on contracts constitute the only movement. Southern pie peaches are wanted and the tendency of prices is upward. California yellows are

STEADY PRICES FOR CANS MEAN STEADY PRICES ON CANNED GOODS.

American Can Company,

CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

scarce, and there promises to be a shortage in the Southern output of yellows.

Salmon.—Practically nothing is being done. The only feature is the upward tendency on pink, which is now held at 85c.

HUDSON.

Correspondence.

Baltimore, October 15th, 1904.

Tomatoes.—The tomato situation is rather confused at present. On the one hand certain classes of goods seem to be going begging, and on the other hand buyers are anxious to pick up really high-class tomatoes. We have had during the past two weeks quite a number of inquiries for fine hand packed goods, and fine trade willing to take hold of strictly first-class stock, a little better than regular Standards, at prices ranging from 67½ cts. to 75 cts. per dozen. This class of tomatoes, however, is unquestionably very scarce. There is a big inquiry for tomatoes; actual buying, however, has not as yet assumed very large proportions. Trade are taking hold as they need the goods. It looks as though the present low prices ought to stimulate buying, as they are below cost. The Tri-State Packers' Association, consisting of packers located in Maryland, Delaware and New Jersey, at a recent meeting requested its members to hold No. 3 Standard Tomatoes at 75 cts. per dozen. This, of course, is not in the nature of a binding agreement, but may exercise some influence upon the better class of packers who are not compelled to sell their goods on account of financial necessities.

Pears.—Cheap pears are selling freely.

Corn.—While Maine Style Corn is high and scarce there is a chance to buy some very cheap Harford County Style Standard Corn.

Peaches.—There is a good steady demand for almost all kinds of peaches. We are buying No. 3 Standard Pies at 77½ cts.; Second Whites at $1.05; Yellows at $1.10 per dozen. Standard Peaches are pretty thoroughly cleaned up in this market under $1.50 per dozen. We have a limited quantity at $1.40 to $1.45 per dozen.

THOS. G. CRANWELL & CO.

Aberdeen, Md., Oct. 15, 1904.

Tomatoes.—Conditions which we outlined in our advices of the 8th, in noting for that week lack of a comfortable under current to the market and a nominal market of 65 cents for Standard 3s, have developed this week into conditions which are unsatisfactory and irregular. In our advices of the 8th, already referred to, we mentioned as to what we regarded as the only explanation of lack of strength in the tomato market in the face of a light pack this year, as being the buying by jobbers generally of 1903 stocks this spring on the basis of 62½ cts. for Standard 3s, and the likelihood that these would be used by buyers to make distribution as against new goods this fall. Undoubtedly this Spring buying referred to may be said to be the chief reason for the contracted buying of the last three weeks. Whether or not this be the reason there can be no question that buying since the close of packing season, has been a disappointment to operators generally, and as we mentioned in our advices of the 8th, is strongly in contrast with the usual active demand, which exists at the close and immediately after the close of the packing season. Nominal figures of a week ago remain in force today, and while a fair volume of business has been done at this figure, there have been instances where those quotations have been shaded under special circumstances. Extra choice stock for buyer's label in special size tins, has continued in remarkably good demand at good figures, and there is a likelihood that the supply in this direction will not be sufficient for the demand. In 2s, market continues fairly steady on the basis of 47½ cents, factory for good standard stock. In gallons, inquiry light with market ranging from $1.90 to $2.00 for new packing.

Corn.—Demand continues remarkably good, particularly for the higher grades of Whole Grain and Maine Style Packing. Quotations on choice lines continue well maintained.

Yours truly,

STRASBAUGH-STECKEL-HEWITT CO.

East Berlin, Pa.—This town will soon have a large canning factory. The capital has all been subscribed, $12,800 and the building will be 34 x 20 feet, half of it being two stories high. Corn, tomatoes, beans, pumpkin, apples, peaches, pears, cherries, raspberries and blackberries, and all kinds of vegetables will be canned.

Cornersville, Tenn.—The parties at the head of the canning factory have all the capital stock subscribed and the factory is assured. They will meet to organize and a charter will be applied for at once. It will take about seventy-five hands to run the factory, and if they should run day and night it will take about 150 hands, says the local paper.

St. Alban's, Vt.—The Payson corn canning factory in Northfield has completed its canning season after a fairly good year, having canned about 250,000 cans of the best grade of corn.

La Crosse, Wis.—Talk of a canning factory is again revived and this time the Gedney Pickle Company of Onalaska are the prospective promoters who, it is said, will submit a proposition to the people of the vicinity in the near future, says the Trempealeau Gazette.

THIS SPACE IS RESERVED
FOR FAMOUS
NEVER-SLIP SOLDER.

Good Judgment has Accorded Never-Slip Solder the Highest Verdict.

COMMON SENSE

then should cause you to

RESERVE YOUR ORDER
FOR

E. M. LANG CO.,

New York Office,
16-18 Exchange Place,
W. B. DOUGLAS, Agent.

Portland, Me., U.S.A.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

NEW YORK.

When prices decline, as a pack comes to market, 'ware rejections. That is what is the matter with the tomato market just now. As the deliveries are made, every legal excuse for a rejection is made use of, and the weaker the market becomes, the more anxious are the buyers to find an excuse for refusing the goods. The quality often furnishes abundant reason for rejection without protracted examination, in the same manner as it has so often done before. As there are some canners in sore need of ready cash, the rejected goods and others have been pressed for sale at low prices. In this market regular standard Maryland No. 3 tomatoes have sold at 65c. delivered and off-standard at 62½ c. delivered. The Tri-State Packers' Association has put out a circular in which it is argued that tomatoes are worth 75 to 85c. at factory, the outside price for New Jersey goods, basing the estimate on a 60 per cent pack as compared with 1903. At the present the outlook is anything but promising for holders for an advance. Corn is quiet, but firm. Wholesalers are making short deliveries on the finer brands. The Maryland pack has been large and of good quality and packers in other States have made some liberal purchases of the Southern goods to enable them to complete their deliveries, but the activity from that cause has about ceased. Peas are quiet and abundant. Beans are inactive and offered at reasonable prices. Baltimore spinach sold at $1.10 for 3s and $3.50 for gallons f. o. b. Balto., prompt shipment, but at the close $1.00 and $3.25 would buy. Other vegetables are quiet. Canned peaches are scarce and firm, here and at Baltimore. On the coast both peaches and apricots are very firm. Gallon apples are quiet and easy. Blackberries at Baltimore are higher at $1.00 f. o. b. in No. 2 cans, and blueberries are lower at $4.25 in gallon cans f. o. b. Pears are being inquired for at Baltimore and prices are steady. The movement in salmon is quiet. The range of price on red Alaska brands is as wide as ever—$1.15 to $1.23½, but only routine wants develop. Half pounds are very scarce. Pink salmon is occasionally to be picked up at 75c. per dozen. Medium red salmon is dull, with supply limited. Columbia Chinook salmon sells in routine fashion from second hands; we quote tall 1s, $1.70 to $1.75; flat 1s, $1.85 to $1.90; flat ½s, $1.00 to $1.07½.—*Merchants Review.*

CHICAGO.

The tomato market is very weak, partly as a result of pressure to sell by country packers who need money and partly because of the free offerings of rejected goods at very low prices. As usual on a declining market, rejections are numerous and according to some reports every advantage is taken of the slightest deficiency in quality or other requisites as an excuse for rejection. Interest in corn is less pronounced. Peas and beans are slow. Southern spinach is reported to be receiving a good deal of attention. California fruits present no new features. Peaches which are most wanted are hard to obtain, and apricots are also scarce. Southern peaches are very firm.

ST. LOUIS.

There should be no cry of shortage this year on either canned or evaporated apples. There are plenty of them and in New York State particularly there is an abundance.

In spite of the fact that Georgia raised 7,000 car-loads of peaches this year, there is a shortage of peaches. Georgia has not yet gotten into the canning field. California peaches are decidedly short, and Eastern peaches are scarce, so that for the next ten months there ought to be a good value put upon every can of peaches on the shelf.

I see by the telegrams that the frost damage in Maine was not quite as bad as was expected, but some of the canners with whom I am doing business hold out no hope of more than 50 to 60 per cent delivery on corn. I note also that the market has advanced and that even for Western pack there is a generally firm feeling and lots of demand.

There has been no positive advance on tomatoes, but the feeling is strong, and I would not be surprised to see them higher. The pack is about over in all sections except the extreme South.—*Interstate Grocer.*

PHILADELPHIA.

Tomatoes are still very weak, and plenty of stock can be bought at 65 cents delivered in Philadelphia. The demand is still very light. Some figures given out during the week place the pack at 8,000,000 cases, which, if true, effectually puts an end to any chance of immediate advance.

FOR YOUR

CATSUP AND JELLY

you ought to use only

"AMALIE" BRAND

COLORS

They create a natural color effect, and are extremely economical in use . . . .

Preserving Salts

FOR

Tomato and Fruit Pulps

of the best obtainable quality.

Soldering Flux

that is always reliable.

German-American Chemical Works,

L. SONNEBORN SONS,

801-809 S. Wolfe Street,
BALTIMORE.

102 S. Commercial Street,
ST. LOUIS.

281 Pearl Street,
NEW YORK.

In fact, if the pack has reached 8,000,000 cases it is hard to see how even lower prices can be avoided. Corn is unchanged and in light demand. Prices are still held firmly. Maine and New York State corn are unobtainable at any figure. It looks as if there would be lots of Western corn this year, as deliveries will be full and a surplus is expected. Peas are slow and unchanged. Peaches are very scarce and firm. Second yellows are almost out of first hands, though the price remains unchanged. Other grades are also in low stock. California canned goods are much reduced in stock and quiet. Apples are slow and weak. Future gallons are selling at the nominal price of $1.90 per dozen.—*Grocery World.*

BOSTON.

We have but few changes to report in the canned goods situation. There is a great shortage of sweet corn in the East, and large sales of Western corn have been made throughout New England since our last week's report.

There is no change in canned fruits, except lemon cling peaches, which are scarce and very firm.

Tomatoes remain about the same.

Clams and lobsters are very scarce and prices are high.

There is no change in salmon.

Sardines are being sold at low prices by outside interests. Jobbing prices here are steady.—*New England Grocer.*

MONTREAL.

Considerable interest has been noticed in canned goods by the announcement of new pack prices for corn and tomatoes. The canners announce that in corn they will be able to deliver only 75 per cent of their contracts, and in tomatoes only 55 per cent. New prices for corn, which opened at $1.10 for two pound tins, and tomatoes at $1.15 for three pound tins, have been advanced to $1.20 and $1.25 respectively by the Quebec Provincial Grocers' Guild for western pack, and $1.22½ for Quebec pack. New crop peas have been fixed at 85 and 95c.; 82½c. for common; best pack running at $1.30 for French brands. One concern that packed 9,000 cases of tomatoes last year, only turned 3,822 cases this year, and is holding for $1.25 a doz. The cost of American tomatoes laid down here from Baltimore is $1.22 to $1.30.

TORONTO.

The item of principal interest in canned goods circles this week is undoubtedly the announcement of opening prices on 1904 pack of canned corn and tomatoes, viz., tomatoes, 3s per dozen $1.15, and corn, 2s per dozen, $1.10. The trade has been anxiously awaiting this announcement which will facilitate business in no small measure. Sales are increasing gradually, as retailers are now stocking up for the requirements of the coming year. Considerable diversity of opinion prevails as to the extent of the season's pack in corn and tomatoes which is still going on although the bulk of it is completed. A shortage there will be beyond a doubt, conservatively estimated at 30 per cent in tomatoes and 25 per cent in corn. One authority estimates that there will be sufficient to go around but that the consumption will be curtailed on account of the relatively high price ruling at the opening of the season. Whereas retailers formerly sold 3 cans for 25c. (generally one can each of corn, tomatoes and peaches) they will in future be compelled to cut down the allowance to 2 cans for 25c. Another prominent wholesale grocer is of the opinion that this will not affect sales appreciably since consumers throughout the country were never in as prosperous state financially as they are this year and if the workingman wants corn or tomatoes he will not hesitate to buy whether they are selling at 2 or 3 cans for 25c.

The market in fish continues firm generally, particularly in Sockeye salmon which seems to be practically cleaned up at the coast. There will be sufficient salmon, however, to meet the requirements of regular trade.

This week's quotations have been thoroughly revised in view of the arrival and delivery of new pack vegetables, fruits, etc.—*Canadian Grocer.*

LONDON, ENGLAND.

Salmon.—The position of the market is unchanged, both in Fraser River and Alaska, but there has not been very much business doing this week.

Lobsters.—Stocks of fine qualities are getting within a limited compass, and this gives strength to the feeling that prices for these will be higher rather than lower. The *St. John City* has brought 829 cases.

Sardines.—The demand is fairly active for the time of the year, and prices for the good qualities show a slight improvement. The fishing season in France is drawing to its close, and the practical feature of the catch there has tended to materially reduce stocks of fine sorts. The fishing in Portugal, according to reports received, does not show any improvement. Recent arrivals include the *Britannia* with 1,807 cases, the *Malaga* with 1,416 cases, and the *Fournel*, the last named to Newhaven, with 1,478 cases.

Meats are in steady request, and prices keep firm. Tongues are scarce and enquired for.

Fruits are without change, and the same remark applies to pines, in both of which business is quiet owing to the abundance of fresh fruit.

LIVERPOOL.

Salmon.—Although the canned goods market generally has been overshadowed somewhat by the new dried fruit, still there has been a fair consumptive demand for salmon, particularly best grades in ½ lb. tins. There is also a better enquiry for choice 1 lb. talls and flats.

Sardines.—As the fishing continues very poor there is a much firmer feeling on this market.

Meats firm, with an upward tendency.

Californian fruits and pineapples quiet. —*Grocers' Gazette.*

PACKERS' CANS.

Greenwood, Ind., Jan., 1st, 1904.

Wheeling Can Company, Wheeling, W. Va.

Dear Sirs:—With reference to the six and one-half million cans purchased of you this last season will say that the cans have given entire satisfaction in every respect. We have no claims at all on three pounds and out of 250,000 two-pound tomato cans we have just 127 leaks, which is certainly a very good record. With the exception of the first few car loads of two-pounds turned out by your factory the rest of our two-pounds were first class. We consider this record for the first year's operation of your plant very fine indeed.

Yours truly,
J. T. POLK COMPANY.

Circleville, Ohio, Dec., 18th, 1903.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—In reply to yours of the 16th inst., with reference to our experience with your cans during the season of 1903, we beg to state that we were entirely satisfied with them in every respect. Your cans work nicely, were neat in appearance, and deliveries were prompt and careful. Wishing you a happy and prosperous New Year, we are,

Yours respectfully,
THE SCIOTO CANNING CO.
S. P. Deeds, Secretary.

Eureka, Ill., Dec., 1903.

The Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—Answering your valued favor of the 16th inst., we take pleasure in stating that we have used a little over a million of your 2-lb. cans the past season and consider them fully as satisfactory as any we have ever used. We also used a car or two of 3-lb., and they gave the same uniform satisfaction. Your treatment was most attentive and we are well satisfied with the season's business. Wishing you continued success, we remain.

Yours very truly,
DICKINSON & CO.

Toledo, Ohio, Dec., 28th 1903.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—We had the pleasure of purchasing our 3-lb cans from you last season. We say pleasure, for the reason that it is a pleasure to be able to purchase cans that are strictly first class and entirely satisfactory nowadays when so many manufacturers are putting out inferior cans. We wish to assure you we will not close for next season until we receive quotations from you.

Very truly yours,
THE INTERNATIONAL CANNING CO.

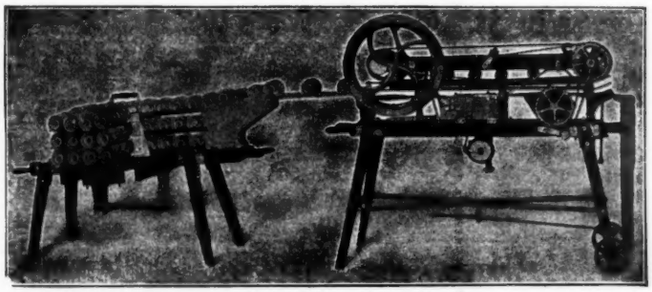
WRITE FOR PRICES BEFORE BUYING.

Wheeling Can Company,

OLIVER J. JOHNSON, Manager.

Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING = = = WEST VIRGINIA.



The Knapp Labeler and Boxer

Do Not Disappoint.

Lots in that brother! We are constantly selling machines where other devices have not proven satisfactory. We lease where customers prefer.

Have you thought much about having your labeling done neatly, quickly and at the lowest possible cost? It's the only way. Write us now.

BERGER, CARTER & CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.

80 WABASH AVENUE——————CHICAGO.

THERMOMETERS.

If you have trouble in reading the temperature of your Process Kettle, you should ask us about our Reclining Face Thermo Steam Gauge.

"It looks up at you as you look down on it."

Let us send you our Catalogue No. 5.

HOHMANN & MAURER MFG. CO.,

ROCHESTER, N. Y.

NEW YORK. LONDON, ENG. CHICAGO.

GEO. W. ZASTROW,

MECHANICAL ENGINEER,

1404 to 1410 Thames St., BALTIMORE, MD.

IMPROVED STEEL PROCESS KETTLE.

Manufactured to hold 500, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

Copyrighted by THE TRADE COMPANY, 1904

Before taking up the canning of Baked Beans, which will be the next article treated, we will give the formulæ for packing a number of articles which may well be classed among the specials. For this reason we will eliminate the introductory remarks to each one, allowing the one to do for all.

The articles following,—asparagus, Brussels sprouts, cauliflower, and celery, are all more or less important, especially asparagus, which has greatly increased in its packing, but has not as yet been able to meet the full demand. The reason for this is that the asparagus beds have been dying out, and the yield consequently diminishing. But the demand has been steadily increasing.

The other articles will in time undoubtedly be packed to a large extent, but they need the special attention of many other articles in the canned goods line, before the public demand will assume any great proportions.

ASPARAGUS, NO. 1 PROCESS.

Wash free from adhering earth and give bath in cold water until crisp. Scrape off the tough outer skin and roughly assort according to diameter of stalks. Cut off butt, leaving top of right length for can. Wash thoroughly in cold water; place carefully, butts down, in a wire basket provided with a cover to keep stalks in place. Have ready a boiling hot bath containing ½ lb. salt to 12½ gals. water; immerse the grass for ⅓ its length and boil from three to five minutes, according to thickness of stalks, then drop so that ⅔ is covered and cook from three to five minutes.

Remove from this bath and cover entirely in one containing Alum 2 ozs., water 12½ gals. and boil one minute.

This last cook of one minute may be made in the salt bath if preferred. The alum bath prevents or retards the disintegration of the soft tip in the final process. Then drop in cold water for the longest convenient period; place carefully in cans and fill with cold brine (2½ lbs. salt to 12½ gals. water), solder lid and exhaust:

2 lb. cans 8 minutes, 3 lb. cans 10 minutes, and 4 lb. cans 12 minutes. Tip and process at 240 degrees 2 lb. cans 10 minutes, 3 lb. cans 12 minutes, 4 lb. cans 15 minutes, and at 212 degrees 2 lb. cans 40 minutes, 3 lb. cans 45 minutes and 4 lb. cans 50 minutes.

Remove from process kettle and drop in cooling bath. For glass jars, fill with cold brine and allow same process without exhausting.

ASPARAGUS, NO. 2 PROCESS.

Wash, scrape, sort and size. Blanch two minutes in bath containing salt ½ lb., water 12½ gals. Place in side opening cans, fill with brine (2½ lbs. salt to 12½ gals. water), solder lids and exhaust—

2 lb. cans 8 minutes, 3 lb. cans 10 minutes, 4 lb. cans 12 minutes. Tip and process at 240 degrees, 2 lb. cans 25 minutes, 3 lb. cans 30 minutes, and 4 lb. cans 35 minutes.

Drop in cooling bath. This is the time for stalks of average thickness; for small size, allow three minutes less; for large, three to five minutes more.

ASPARAGUS TIPS, WHITE.

Cut tips from stalk, place in cold water to crisp, blanch two minutes in bath containing salt ½ lb., water 12½ gals. Drop in cold water containing one oz. alum to each 12½ gals. water for the longest convenient period; fill in cans, hop dip in brine (2½ lbs. salt to 12½ gals. water).

Cap, tip and process, at 240 degrees, 1 lb. cans 8 minutes, 2 lb. cans 10 minutes, 3 lb. cans 12 minutes. At 212 degrees, 1 lb. cans 35 minutes, 2 lb. cans 40 minutes, 3 lb. cans 45 minutes.

Drop in cooling bath.

ASPARAGUS TIPS, GREEN.

Cut tips from stalk, crisp in cold water, blanch one minute in bath containing ½ lb. salt to 12½ gals. water; then drop for one minute in hot bath containing 2 ozs. alum, 2 ozs. Pea color, and water 2½ gals. (As the color is exhausted by dipping from time to time add sufficient color to keep bath the desired shade.) Place in cans, hot dip and process same as white tips.

ASPARAGUS PULP FOR SOUP.

After washing the stalks left in preparing white tips, place in a jacketed kettle, cover with cold water, bring to a boil and cook twenty minutes; then add ½ lb. salt for each 12½ gals. contained in kettle and cook ten minutes longer, drain off water, reserving a small portion, and run the grass through a rotary pulper. To the resulting pulp add enough of the reserved water in which it was cooked, to make it handle easily; while still hot fill in one gal. cans, cap, tip, and process twenty minutes at 240 degrees or 40 minutes at 212 degrees.

BRUSSELS SPROUTS.

Pick off all dead leaves, wash well in cold water, blanch 3 minutes in boiling hot bath containing salt 1½ lbs., Bi. Carb. Soda ¼ lb., water 12½ gals.; place in cans, hot d ip in brine (salt 1½ lbs., water 12½ gals.), cap, tip and process 2 lb. cans 12 minutes at 240 degrees, 35 minutes at 212 degrees; 3 lb. cans 15 minutes at 240 degrees, 45 minutes at 212 degrees.

CAULIFLOWER.

Pick off outer leaves and cut stalk close to head, break apart and crisp in cold water; blanch 3 minutes in bath containing salt 1½ lbs., water 12½ gals., place in cans and hot dip in brine, (salt 1½ lbs., water 12½ gals.). Cap, tip and process.

2 cans 12 minutes at 240 degrees, 35 minutes at 212 degrees; 3 lb. cans 15 minutes at 240 degrees, 45 minutes at 212 degrees.

CELERY, FOR SALADS, ETC.

Select fine white celery, cut off roots, all green portions and leaves, crisp in cold water, cut in pieces ¼ to ⅜ of an inch long, place in glass jars and fill with hot syrup (1 gal. 60 grain Vinegar, 2 gals. water); close jars and sterilize pints one hour at 190 degrees.

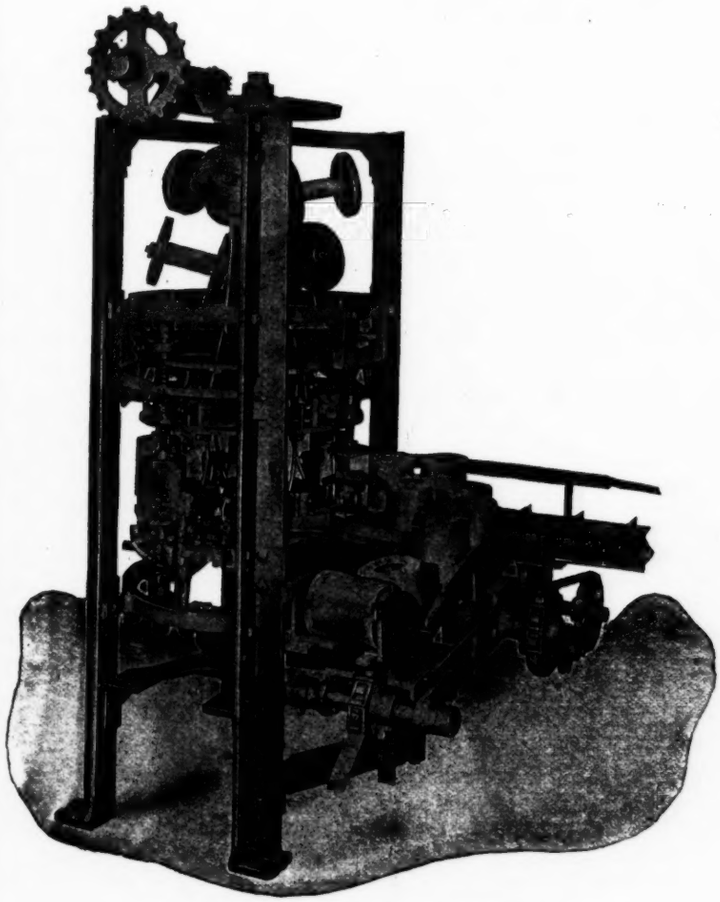
CELERY.

Cut cleaned Celery, also the green and unsightly portions of that left in preparing Celery for Salads, in pieces ¾ to 1 inch long, crisp in cold water, place in cans and hot dip n brine (salt 1 lb., water 12½ gals.), cap, tip and process at 240 degrees 2 lb. cans 12 minutes, 3 lb. cans 15 minutes; at 212 degrees 2 lb. cans 35 minutes, 3 lb. cans 45 minutes.

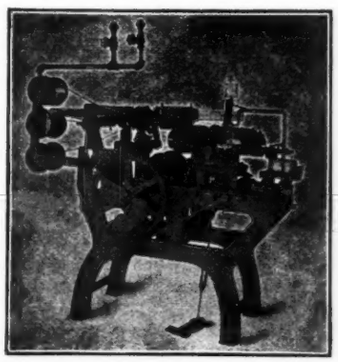
CELERY PULP FOR SOUP.

Wash white celery thoroughly, cut in pieces and place with the trimmed roots, in jacketed kettle, cover with cold water, bring to a boil and cook 30 minutes, or until tender, drain off the water, reserving a portion of it. Pass the celery through a rotary pulper, mix the resulting pulp with enough of the reserved water to make it handle easily; place while hot in one gallon cans, cap, tip and process 30 minutes at 240 degrees.

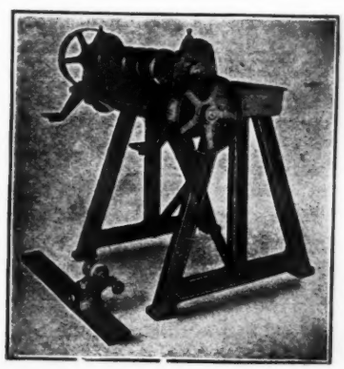
Automatic Can Making Machinery.



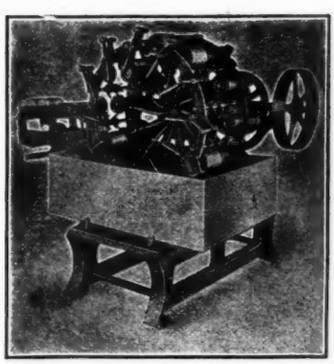
AUTOMATIC CAN FLOATER.



AUTOMATIC SEAMING MACHINE.



BODY SLITTER.



AUTOMATIC CAN TESTER.

ALSO

Ballard Pea Filler,
Stevens Tomato Filler,
"King" Tomato Filler.

Send for New Catalogue No. 10.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

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Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, OCTOBER 21, 1904.

The passage of time reminds us that two-thirds of October has already gone, and recalls to our mind the fact that it is but little more than three months now to the time of the Convention meeting of 1905. Experience has proven to all intersted parties that the work of the Convention cannot be gotten up at short notice, and in all past years matters relating to it have been taken up and discussed at an earlier date than the present.

We are instigated to these remarks by the fact that numerous inquiries have already been made of us, relating to the date and the place of meeting of the 1905 Convention. Many parties among the supply and machinery men are already looking ahead for information so as to prepare their exhibits, and from all indications, the machinery and supplies display next National Convention will be unusually large and attractive.

We have sought during the summer to obtain the necessary information in respect to this matter, but there was no action taken at the last Convention, either in joint or separate meetings, relating to this matter. It has of late years been customary to leave the date and place of meeting to a Joint Committee of Associations, viz.: the Machinery Association, the Western Association and the Atlantic States Association. The gentlemen, therefore, who will have the decision in this matter, are virtually the Presidents and Secretaries of the different Associations. These are as follows: Machinery Association, President Mr. Fred. H. Knapp, Chicago; Secretary Mr. John T. Staff, Terre Haute, Ind.; Western Association, President, Dr. A. C. Fraser, of Manitowoc, Wis.; Secretary, Ira S. Whitmer, Bloomington, Ill.; Atlantic States Association, President Mr. Willard G. Rouse, Bel Air, Md.; Secretary, H. P. Cannon, Bridgeville, Del.

These are all able, energetic, practical men, of large interest and information in the canning industry, and we presume they will very shortly have a meeting or at least correspondence to settle this important matter as to where the Associations will meet in 1905.

The date of the meeting is always governed by the Constitutions, and occurs in the second week of February, which in 1905 will be from the 13th to the 18th of February. There is a difficulty, however, in regard to the place of meeting that seems to periennially cause discussion. In spite of all efforts to eliminate sectionalism, this feature will have its influence, and there is nothing anywhere in the United States that more distinctly brings out this quality than the annual meetings of the canned goods packers. The Western Association, covering a very extended territory, with officers who are energetic men, has always been favorable to the meetings in their section; but the fact that the greater number of canned goods packers, and also of machinery and supply firms are located in the territory of the Atlantic States Association makes the officers of the latter Association desirous of having at least equal opportunities in this respect.

The machinery men of the eastern section claim that it is very expensive for them to have to go long distances in the west every year, and they look naturally for some concession to be made to them in this respect. To overcome the various difficulties of this nature, a combination meeting was arranged so that all Associations could meet at one designated place each year, and to avoid any sectionalism in respect to these meetings an agreement was laid between the Eastern and the Western Associations that this National Convention, as it is now known, should be held alternately West and East. That seemed to settle the question; but unfortunately it has not done so, and we believe there will be a sharp discussion among the representatives having this matter in charge as to where it shall be held this year.

In 1903 it was held in the City of Washington, D. C., and very naturally and properly it was in order to hold it in the West in 1904, and as the City of Columbus had put in a strong bid at the Washington meeting to have it meet there, the meeting was held at that city in February last, and a great meeting it was.

It is, therefore, due to meet somewhere in the East in 1905; but certain aggressive parties have made a wonderful discovery in respect to the City of Columbus, viz.: that Columbus is not West, in other words it is right in the middle between the two Associations, and that therefore the meeting was not held in the West last year and should go there this year. We think this dispute could be settled very easily by the simple inquiry as to which territory of the Eastern or Western Association Columbus belongs, and we do not think Ohio or Ohioians would willingly be relegated to the East.

It is, however, for the gentlemen above named to discuss and settle this question, and in the discussion the decision will probably rest with the officers of the Machinery and Supplies Association and the others will each vote for their own section.

It is time for the proper authorities to be considering what new matter will need attention at the 1905 Convention. In a later editorial we will call attention to some things whch should be attended to, and there is not now too much time to attend to these affairs.

It will be remembered that last year THE TRADE, about this time, took up the important question of the organization of the canned goods brokers into a National Association that they might have annual representation at these meetings, and a large amount of work was done, which, however, was successful in the purpose to be accomplished. And the National Association of Canned Goods Brokers was launched under the happiest auspices. We believe it will be in order this year to expect important communications from this important body of workers, as we wish to see them more and more take their proper positions in these annual Conventions and help the organization to a general betterment of all the conditions governing the commercial features of the industry.

We will give further attention to these matters at an early date and we hope the committee, or committees having charge of this matter of fixing the location will act promptly and wisely.

Changes in the American Can Company.

All canned goods packers will be interested in the recent changes which have taken place in the American Can Company.

Mr. Thos. G. Cranwell, Vice-President and General Sales Agent of the Atlantic Division, has resigned and withdrawn from the company. He has been succeeded by Mr. H. W. Phelps with title of General Sales Agent of the company.

Mr. Phelps is well known among the canners throughout the country, and is well thought of. This popularity dates back to his connection with the Union Can Co. of Hoopeston, Ills., of which he was manager. Upon the formation of the American Can Company he was made Sales Agent for the Central Division, with headquarters at Chicago. The next year found him on the Pacific Coast in entire charge of the company's affairs for that whole section. From the Pacific he comes to New York to take charge of the entire sales of the company, not only in the Packers' Cans Department, but of the General Line as well. Thus two immense departments are brought under one head—Mr. Phelps—for it must re remembered, the American Can Company does not make Packers' Cans only, but manufactures all styles of tin ware for Lard, Paints, Oils, Tobacco, Novelties, etc., and this branch is probably larger, or at least more diversified, than the making of cans for canned goods packers.

Mr. Phelps is a man of energy and ability, and with his host of friends will make the Company more popular, if possible, than it has been in the past.

The Sonneborn Laboratory.

L. Sonneborn Sons, under the title of the German-American Chemical Works, have met with great success in placing upon the market their non-aniline colors for Jellies, etc., under the Brand name "Amalie." They have recently opened offices in St. Louis and New York to be better able to take care of their growing business.

They have placed upon the market a Rust-Preventative Oil, which gives promise of great usefulness. It is on exhibition at the World's Fair inSt. Louis, in the German Section of the Liberal Arts Building, and it was recently awarded the highest prize—the Grand Prix. The possibilities of this in the canning industry must appeal to every progressive packer.

But what more nearly affects the canners of every section is the complete Laboratory they have thrown open to their customers—the canners and preservers. Dr. Sonneborn is in charge of this, and will cheerfully unravel any chemical tangles into which the packer may have gotten. He has, as it were, constituted himself a trouble station for canned goods packers, and wants them to come to him if they need assistance.

Dr. Sonneborn is the head of the business here in this country, and when we remember that the German-American Chemical Company is one of the largest if not the largest companies of its kind in Europe; having branches in Cologne, Hamburg, London, Paris, Antwerp and Genoa, and that he was formerly the head of the chemical department of that company, we can see that he stands high as a chemist, and is thoroughly competent to perform any work desired.

He will be glad to hear from you, and if you have never tried any of their colors (non-analine), Preserving Salts, Soldering Flux, etc., we suggest writing for samples and prices.

The New Can Company Rumor.

The "Street" has been full of rumors this week regarding the formation of a large, independent can company with a capital of $1,000,000 The name of Mr. Thos. G. Cranwell is mentioned as the head of it, in connection with several well known men formerly connected with the American Can Company, or their sons. It is stated the new company will have plants in New York State, in the Middle West, and probably in Baltimore.

While the details of the new company have not been announced by the men directly interested in the deal, there can be little doubt of the correctness of the report otherwise, as men in a position to know have announced the fact. The reports have run like wild-fire, and men have been named in connection with the new company who are, in fact, opposed to it.

Until definitely announced all rumors are liable to be wide of the mark, but that a new can company of large capital will be a figure in next season's can supply there can be no doubt.

The Sinclair Scott Co. make the Cyclone Pulp Machine. * * *

Why Not Use

A Burt Labeling Machine?

Scores of packers discarded hand work long ago--if there was nothing better they would not have done so.

If the Burt Labeler did not do faster, better and much cheaper work, why are several hundred used?

It seems like unusually poor judgment to defer the installation of such a wonderful time-saver, when so many other packers use and heartily endorse them.

The Burt Labeling Machine is practically perfect; for durability, simplicity, easy running and capacity, it cannot be equalled--guaranteed. No wrinkled, puckered and discolored labels result from its use, something no other method can prevent. An abundance of proof to convince you that it is far superior to any other method.

If you are interested in saving money, write the makers of this wonderful machine,

BURT MACHINE COMPANY,

BALTIMORE.

Canning Items.

ALABAMA.

Montgomery, Ala.—James R. Seward, general manager of the Jno. Boyle Company of Baltimore, Md., accompanied by George Crawford and William Burk, also of the same company, arrived here last evening and left this morning for Alabama Port Before leaving here Mr. Seward said that the machinery for the Alabama Port Canning Factory is enroute and he will be on hand to arrange for its installation.

His plant is located at the end of the 4,400 foot pier erected by the Alabama Port Company and the buildings are in readiness for the machinery. Two hundred Bohemian oyster shuckers will arrive here the latter part of the week and proceed at once to Alabama Port, where houses have been provided for them. It is expected to have the plant in operation in fifteen days.

COLORADO

New Castle, Colo.—The Grand Valley Canning Company has been organized by New Castle citizens with a capital stock of $50,000. A canning factory will be built this winter to handle next year's crop.

The officers are C. Q. Hahn, persident; C. W. Smith, vice-president; Dr. W. C. Lockhart, second vice-president; George Yule, third vice-president; James Duce, secretary; E. Hahn, treasurer; G. H. Norris, superintendent, and Samuel Doll, general manager.

CALIFORNIA.

Announcement has been made that the reorganization plan of the Pacific Packing & Navigation Co., which was submitted to stockholders about a month ago, had been abandoned for want of sufficient subscriptions to the preferred stock.

It has been decided to foreclose the mortgage on the property, and Nov. 12 has been set for the sale. The upset price of the Pacific American Fisheries Co. is $225,000, and of the Pacific Packing & Navigation Co. $500,000. The Pacific Packing & Navigation Co. was capitalized at $25,000,000, of which $13,250,000 was issued. There was outstanding when the company struck financial shoals $7,100,000 of the preferred stock.

INDIANA.

Flat Rock, Ind., Oct. 8.—Fire broke out at midnight at the Flat Rock canning factory, the largest in this part of the State and for a time threatened to destroy the entire town of 300 inhabitants. The factory is a total loss.

The factory loss is estimated at $100,000, partly covered by insurance. A half million cans of goods, this season's pack, were lost.

MICHIGAN.

Battle Creek, Mich.—Fire destroyed the canning factory and barn of J. S. Cummings, near Harmonia. Cummings owns a fruit farm and the flue from his cannery ran through the hay loft of the barn. The loss is about $1,500.

MAINE.

Dexter, Me., Oct. 8th, 1904.—F. H. Hayes, of Dexter, finished his canning operations this week, and the plant is closed for the present. About 18,000 cases have been canned. This is considered as being a good showing taking into consideration that about 30 acres of Mr. Hayes' corn crop was ruined by the frost.

MISSISSIPPI.

Meridan, Miss.—A proposition has been made to Meridan business men to put in a canning factory here for handling the fruit and vegetable crop of this section. The parties contemplating the erection of the factory are the J. A. Abrams Canning company of Fruitdale, Ala., and J. A. Silver of Lexington, Mo. Already a number of farmers near Meridan have agreed to put in 200 acres of vegetables next spring. There is fruit enough already grown here to supply a factory of large capacity.

MISSOURI.

Rushville, Mo., Oct. 8, 1904.—The Homer Canning Company, after putting up 200,000 cans, has been compelled to shut down, owing to the inability to procure cans. The plant will resume next month, making a specialty of hominy and baked beans.

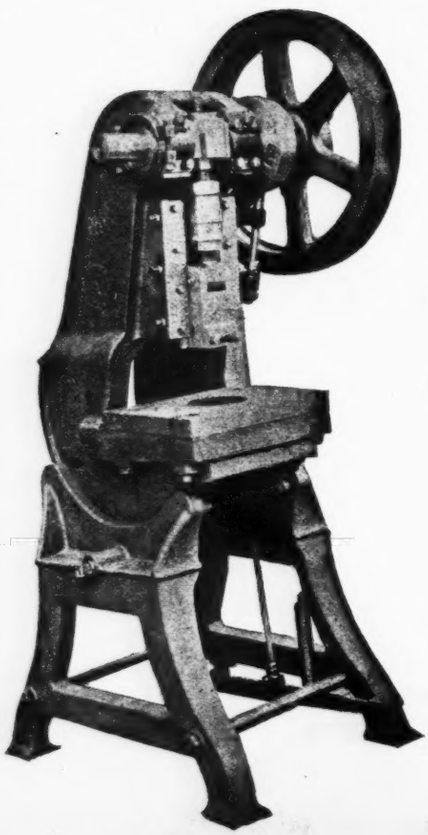
Independence, Mo., Oct. 9.—Grant J. Rozenweif, attorney for C. D. Butterfield, foreclosed the canning factory in this city yesterday. Mr. Butterfield resides at Hamburg, Ia., and has claims against the company for $4,700. The farmers who have tomato products there will lose $1,000 it is said.

NEW YORK.

Brookfield, N. Y.—The Edmeston Board of Trade is negotiating for a canning factory.

Perryville, N. Y.—A Philadelphia firm is considering the matter of placing a canning factory here. It is an excellent place for one and the section might be greatly benefited.

INCLINE POWER PRESS



For cutting out Ends for Fruit Cans and other similar work.

ALSO MANUFACTURERS OF

Automatic Can Plants,

Lockers, Headers, Crimpers,

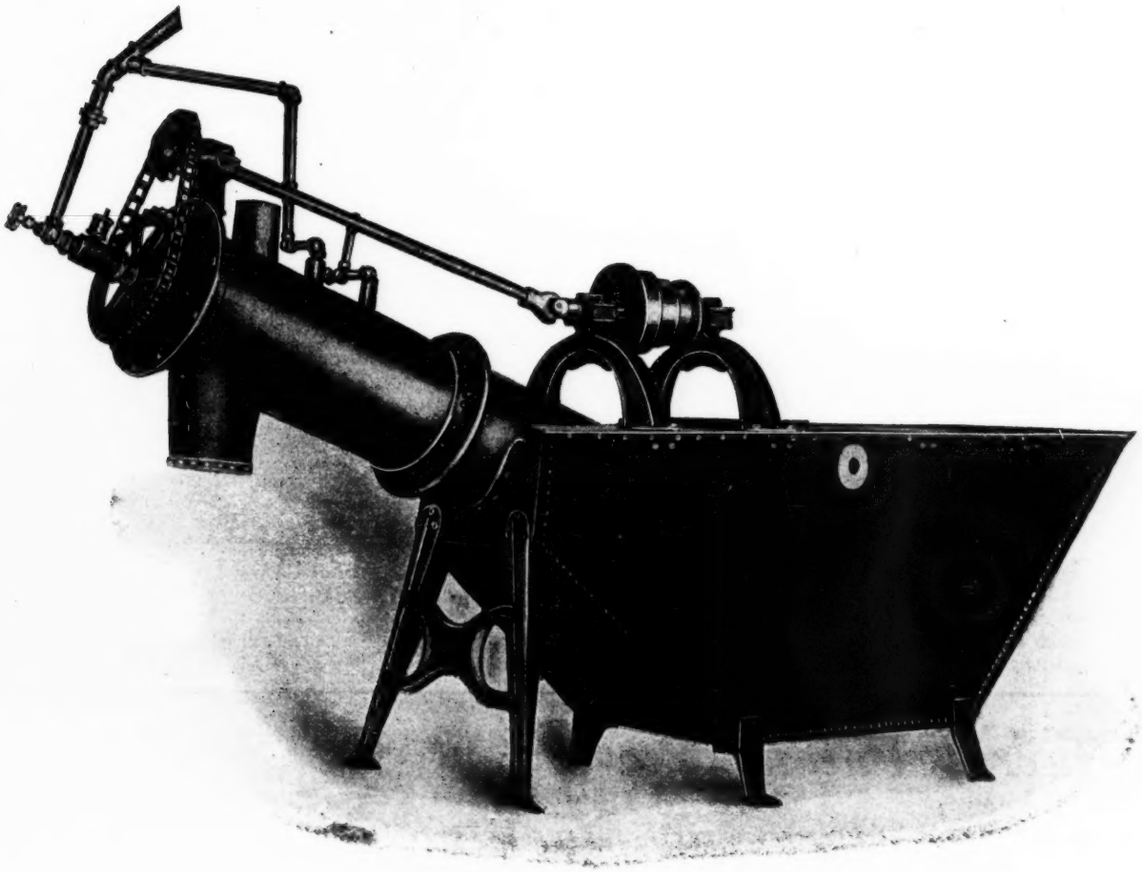
Floaters, Testers, Etc.

STEVENSON & CO.

601--607 S. Caroline Street,

BALTIMORE, MD.

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam. Best Method. Saves the fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

Exports of Canned Fruits and Vegetables.

Some very interesting statistics are given in Consular Reports, Vol. XXXII, by the Department of Commerce and Labor, under the heading Foreign Markets for American Fruits. The statistics cover the years 1898 and 1903.

The total value of canned fruits exported is given as follows::

	1898	1903
United Kingdom	$1,121,005	$ 1,183,954
Canada	42,631	130,571
British South Africa	38,992	70,552
Australasia	225,460	59,660
Germany	14,467	46,929
China	21,595	30,914
Dutch India	315	34,862
British India	12,283	16,347
Hongkong	27,885	14,360
Japan	14,485	13,658
Cuba	10,249	12,373
Brazil	4,056	7,662
All other countries	91,318	117,729
Total	1,624,741	1,739,571

As given by countries, the exports show in this way:

	1898	1903
United Kingdom	$1,121,005	$1,183,954
Germany	14,467	46,929
Netherlands	966	3,931
France	4,998	4,317
Belgium	899	3,228
Denmark	1,866	1,859
Sweden and Norway	717	1,190
All other European countries	1,255	1,897
Canada	42,631	130,571
Mexico	9,566	11,941
Central America	14,350	6,854
West Indies	22,639	27,872
South America	13,631	22,411
Asia		122,450
British S. Africa	38,992	70,552
All other Africa	10,830	12,554
Australasia	225,460	59,660
Oceania	18,687	26,238

In these figures will be found much food for thought. For some years American canners have been showing an anxiety to get into the European market, though more particularly with vegetables. However, if fruits can be successfully and extensively introduced, they will undoubtedly prove the entering wedge for the vegetables.

It will be observed that while the United Kingdom (Great Britain) is the largest consumer of American canned fruit, in the five years between 1898 and 1903, there has been a very slight increase. Germany, on the other hand, shows a great increase, but France a great falling off. Canada has made the greatest increase in imports of our canned fruits. Africa under the British rule shows a remarkable increase, but Australasia has fallen away sadly. This is probably due to the fact that that country, between the dates named, went largely into the preserving business, and this home production displaced the American product. We give here some of the various consuls' reports on prospects and present position of canned fruits in the various countries.

(From United States Consul-General Rublee, Vienna, Austria.)

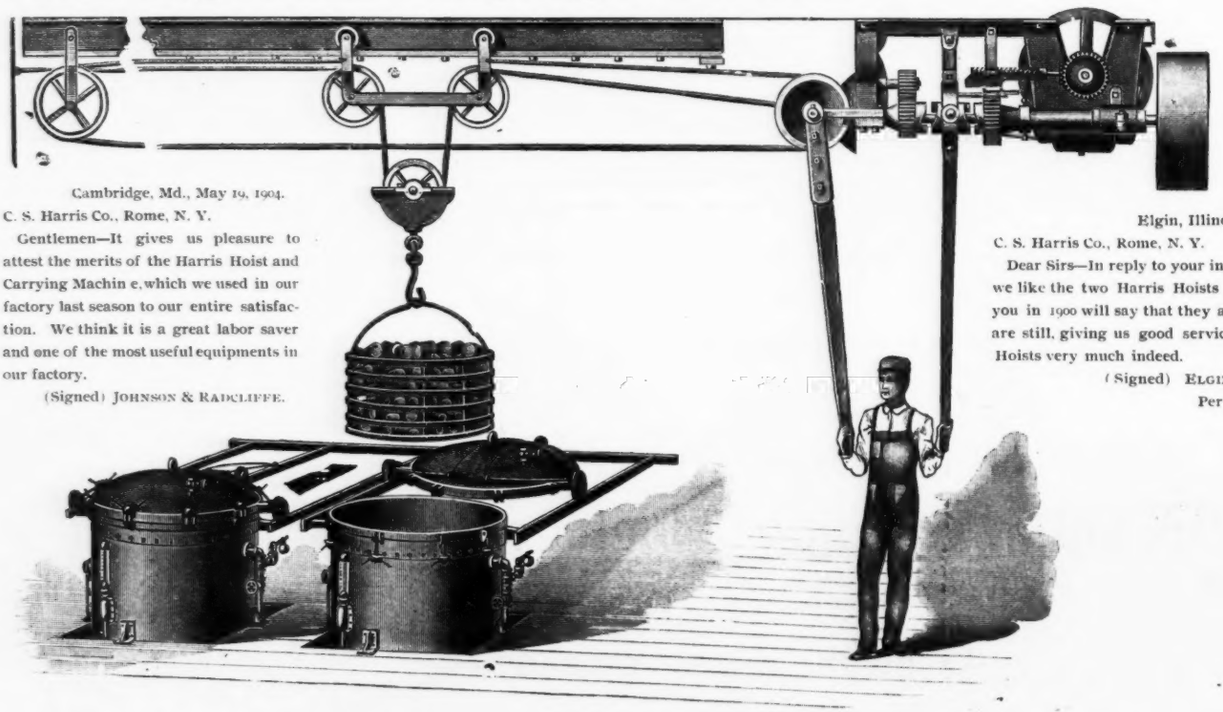
The following table, made up from official publications, shows the extent to which American fruits were imported into Austria-Hungary during the year 1902: Canned fruits (including vegetables), quantity, 88,840 pounds; value, $6,760

A considerable quantity of American fruit comes through Hamburg and London, and is credited in the statistics to Germany and England.

HOW TO INCREASE TRADE.

The sale of canned fruits could be largely increased if the customs duty thereon were not so heavy (35 florins in gold on 100 kilograms, with an additional tax of 3.35 florins in gold for the sugar contained in the fruit). The premium on the gold florin at present is 19½ per cent, so that the duty amounts to 90.70 crowns, or $39, on 220 pounds. A case of 2 dozen cans of fruit purchasable in San Francisco for $2.80, is bought by the importer c. i. f. at Hamburg for 14.50 marks ($3.45); the further cost on it until it comes into his hands at Vienna amounts to 26.95 crowns ($5.47), so that he has then paid for it $6.12 more than the original cost. As a consequence the fruit has become too expensive to be bought by any but the wealthier classes of the population. The average price at which a 2½-pound can is sold retail is 3 crowns (61 cents). The fruit meets with great favor, and people, in general, would be only too glad to add it to their bill of fare. The quickest and surest way to increase its sale would be reduction to a price that would bring it within the means of the less wealthy classes. Any prospect of such reduction seems, however, further removed than ever, since in the proposed new tariff the duty on canned fruits is increased to nearly double the present amount. There does not appear to be sufficient reason for

The Harris Patent Power Hoisting and Carrying Machine



Cambridge, Md., May 19, 1904.

C. S. Harris Co., Rome, N. Y.

Gentlemen—It gives us pleasure to attest the merits of the Harris Hoist and Carrying Machin e, which we used in our factory last season to our entire satisfaction. We think it is a great labor saver and one of the most useful equipments in our factory.

(Signed) JOHNSON & RADCLIFFE.

Elgin, Illinois, May 7, 1904.

C. S. Harris Co., Rome, N. Y.

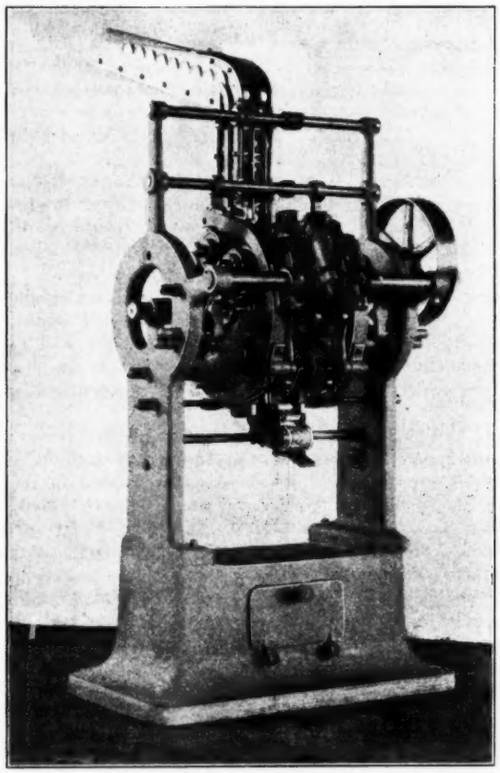
Dear Sirs—In reply to your inquiry as to how we like the two Harris Hoists purchased from you in 1900 will say that they always have, and are still, giving us good service. We like the Hoists very much indeed.

(Signed) ELGIN PACKING CO.
Per H. D. Barnes.

C. S. HARRIS COMPANY, - ROME, N. Y.

This Illustrates the Most Perfect Machine for

HEADING ROUND CANS.



It is continuous in operation and almost noisless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin which is very difficult material to handle in other heading machines. If bodies are of uniform size no crimping is required after these machines. Address

Utica Industrial Co.

UTICA, N. Y.

Manufacturers of Automatic Machinery for making Round Fruit Cans.

STRICKER'S PASTE

"It Sticks For Keeps"

517-19-21 S. HOWARD ST. BALTIMORE.

John G. Maier's Sons,

Cor. Gay and Frederick Sts., Baltimore, Md.

MANUFACTURERS OF

LACQUERS

ALL COLORS

GOLDEN.	ORANGE.
DEEP BLUE.	GREEN.
DEEP ORANGE.	RED,

SILVER, &c.

The Deep Blue, Deep Orange and Silver are the most suitable for rusty cans.

We are the oldest manufacturers of Lacquers for canners' use South of New York.

Write for prices and samples.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,

BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

WANTED.

To purchase a modern up-to-date TOMATO-CANNING PLANT, located in Indiana or Illinois, or a complete outfit of MACHINERY FOR PACKING TOMATOES. Address with full particulars and lowest cash price, C. C. B., care of THE TRADE.

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

If it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

GEO. E. LOCKWOOD,

308 CHESTNUT STREET, Philadelphia, Pa.

this, as the canned fruit manufactured in Tyrol is also very expensive and would scarcely meet with a considerably increased sale if the duty on imported canned fruit were raised.

Dried and evaporated fruits find a far greater sale, as is indicated by the foregoing table. The principal dealer here informs me that when he began handling these fruits, some eight years ago, they were scarcely known in Austria. Their reasonable price, however (the duty on them is about $2.14 for 220.46 pounds), energetic business methods, sending agents throughout the country and distributing printed slips with directions how to prepare the fruit for the table and to use it, like fresh fruit, in pastry, have tended to increase the sales very much. The dealer's books show that during the present year he has sold 60,000 marks ($14,280) worth of dried fruits. He says, however, that if the increased duty shown in the proposed new tariff, 20 crowns on 100 kilograms ($4.06 on 220 pounds), is adopted, an end would be put to all business in this line.

Importers and dealers in canned and dried fruits are unanimous in their desire that the United States Government should endeavor to prevent the imposition of high duties on these articles, and declare that the only means of increasing sales is reduction of the present high rate. Obviously there can never be a large market for American fruits so long as their selling price makes them luxuries.

PACKING, PAYMENT, AND DELIVERY.

To the methods of packing there seems to be no objection. The sale of canned fruit to hotels in health resorts, such as Carlsbad, might be increased if the sugar could be left out or saccharine substituted.

Terms of payment are usually cash on presentation of the bill of lading. Acceptances for various periods are given by agreement of the contracting parties.

Deliveries are made with satisfactory promptness.

(From United States Consul-General Howe, Antwerp, Belgium.)

Canned Fruits.—With regard to canned goods it may be said that the consumption is on the increase; this was particularly the case during 1903, owing to the failure of the fruit crop in Belgium. These goods are handled here by commission houses representing California firms, and, as is the case with dried fruits, they are shipped on through bills of lading, c. i. f., and payment made against receipt of documents.

According to the latest report of the Antwerp Chamber of Commerce, 1,184½ tons of prunes, 20½ tons of dried currants, 2,466 tons of various dried fruits, 21 tons of fresh apples, and 30 tons of other fresh fruits were imported into Antwerp during the year 1902. From the opinion of the merchants I have consulted it would appear that there is a great future for dried and canned American fruits, as well as for fresh apples and California oranges. In my judgment, if means could be found for transporting peaches and apricots, a large business could be done in these fruits, which, in this country, are very expensive and without flavor, compared with the American product.

(From United States Consul Roosevelt, Brussels, Belgium.)

The following table shows the direct imports of canned fruits from the United States into Belgium during the years 1900-1902 and the first six months of 1903:

1900	32,553 pounds.
1901	
1902	64,533 pounds.

(From United States Vice-Consul Van Hee, Ghent, Belgium.)

Although American fruits are not imported direct from the United States into this consular district, almost all of the dried, evaporated, and canned fruits are sold here. Among the dried and evaporated American fruits offered are apples, prunes, and apricots, and among the canned, apricots, peaches, pears, and prunes. There is a good demand for all these fruits, but it should be remarked that they are sold exclusively by retail dealers, no commission houses being located in this district. All purchases are made through commission houses in London, Liverpool or Antwerp.

(From United States Consul Frazier, Copenhagen, Denmark.)

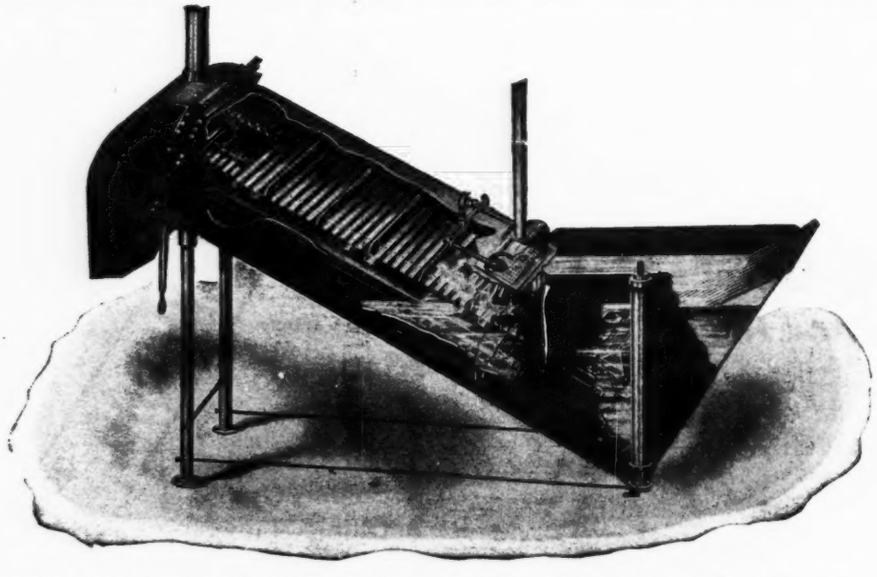
Denmark imports, for her own use, between $800,000 and $1,000,000 worth of fruit annually. In 1902 there was consumed in the country imported fruits as follows: Apples and pears, $29,000; dried currants, $12,000; figs, $242,000; grapes, $12,000; oranges, $188,000; prunes and plums (dried), $165,000; preserved fruits (including tamarinds and sauces), $92,000; raisins, $242,000.

(From United States Consul Thackara, Havre, France.)

Havre is an important center for the receipt, sale, and distribution of American dried, green, and evaporated fruits. Owing to the poor French fruit crop of 1902 and to almost total failure of that of 1903, the importations of American fruit into Havre have increased enormously during the past two years.

The imports of American fruits into Havre during the year 1903 were as follows:

Preserved and canned fruits, 215,000 lbs.



Buy nothing but the latest improved and up-to-date machinery if you would keep abreast of the leading and successful Packers of the country.

The TRIUMPH Continuous Capper,

The TRIUMPH Tray Capper, **The TRIUMPH Platform Conveyor,**

The TRIUMPH Tomato Scalder, **The TRIUMPH Continuous Exhaust Box,**

And all other machinery of the latest and most improved pattern are furnished by

Remington Machine Company,

J. M. COLBERT, Sales Agent **WILMINGTON, DEL.**

(From United States Consul-General Skinner, Marseille, France.)

Cassoute & Co., 16 Rue Naoilles, fancy grocers, say:

The fruits demanded in France are principally dried apricots and prunes, and to a lesser degree peaches, pears, and apples. We are also able to sell the same fruits in preserve. Certain marks of peaches, pears, and apricots are particularly appreciated in this market.

We have few observations to make concerning your preserved fruits. Several qualities are inferior to similar French fruits, others are equal, and some are superior.

(From United States Consul Ridgely, Nantes, France.)

Nantes is the metropolis, so to speak, of western France. It is the center of a large and prosperous agricultural and industrial region, and is the seat of an extensive and varied jobbing trade. Angers, Rennes, Brest, Lorient, Tours, La Rochelle, Quimper, and other towns of western France draw largely upon Nantes for all sorts of provisions and food stuffs.

California canned fruits, such as peaches and pears preserved in syrup, are currently sold here, but the demand for them is not as great or as general as it would be if they were properly pushed.

(From United States Consul-General Mason, Berlin, Germany.)

Consul-General Pitcairn, of Hamburg, says that the very high duty of about 80 pfennigs (19 cents) per 2-pound tin, considerably hampers the importation of canned fruits.

As has been stated and reiterated in these reports until it has become tedious and threadbare, the one thing necessary to increase the export of American fresh and preserved fruits to Germany will be to do the whole business, at every stage, from orchard to importer, honestly, promptly, and equitably, and in respect to payments, to make them as easy to the buyer as is consistent with good business management.

(From United States Consul Liefeld, Freiburg, Germany.)

The importation of dried, canned and evaporated American fruits into upper Alsace and upper Baden, which constitute this consular district, has of late years increased considerably on account of moderate prices and good qualities, so that they come favorably into competition, especially as regards dried prunes, with the fruits of Servia and Bohemia.

(From United States Consul Bardel, Bamberg, Germany.)

American fruits are sold in this consular district. In all the prominent delicatessen stores California dried fruits, mostly in 25-pound boxes, and canned fruits in great variety are for sale.

Marysville, Yuba County, Calif.: According to a report from San Francisco, Ferdinand Hans, a Sutter County farmer, has stated that a new fruit canning plant is to be built at Oswald, in Sutter County, by the Sutter Preserving Company. There are two fruit canneries in Yuba City at the present time, and one in Marysville. All are of large capacity, and the problem of help to run them has given trouble each season. It is claimed there is sufficient fruit in Oswald District to keep a cannery busy.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

DO YOU KNOW YOUR OWN BUSINESS?

What a question! But do you know all about it—everything? If you do, you know what will absolutely prevent fermentation in Tomato Pulp and Tomato Ketchup. Do you use crude chemicals of any kind? If you do, there is still one thing you can learn that will save you money and that is that Preservaline is better—a thousand times better, a thousand times safer and absolutely sure. It is guaranteed. It contains no salicylic acid. It prevents spoiling. It keeps good goods good. Write us a card and ask about it. That will cost you a penny and a minute of time. The information is free. Write now—it's worth while.

THE PRESERVALINE MFG. CO.,

CHICAGO, 190 Michigan St.

NEW YORK, 41-43 Warren St.,

SAN FRANCISCO, 441-443 Third St.

AT THE THEATRES

Week of October 24, 1904.

FORD'S.
LAWRENCE D'ORSAY,
—IN—
THE EARL OF PAWTUCKET.
Matinee, Monday and Saturday.

CHASE'S
WHY SMITH LEFT HOME!
Matinee, Tuesday, Thursday and Saturday.

MARYLAND.
B. F. KEITH'S
High-Class Vaudeville Attractions.

NEW AUDITORIUM.
BILLY B. VAN
—IN—
THE ERRAND BOY.
Matinee, Monday, Wednesday and Saturday.

BLANEY'S.
"Thou Shalt Not Kill!"
Matinee, Monday, Wednesday, Friday and Saturday.

HOLLIDAY STREET.
THE FATAL WEDDING.
Matinee, Monday, Wednesday and Saturday.

MONUMENTAL.
PARISIAN WIDOWS.
Matinee Daily.

FOR SALE.

A first-class Canning Factory, in good condition, located at Berrien Springs, Michigan; cost about $18,000; fruit plentiful. This factory will be sold at public auction at the above place on November 11, 1904.

Correspondence of prospective purchasers solicited by

WILLIAM H. ANDREWS,
Benton Harbor, Michigan.

FOR SALE.

One of the best Canning Factories in the South, located at Dyer, Tennessee, on the Mobile and Ohio R. R. One of the best farming and truck gardening places in Western Tennessee. Can get 1,000 acres of tomatoes and same amount of corn, fine quality. Abundance of cheap labor. All machinery of the latest pattern, as good as new, just one year old. Reason for selling—am going into another line of buisness. Easy terms to right person. Address

J. T. STAFF, Dyer, Tennessee.

WANTED—CANS.

Standard No. 3, and No. 2½, 1⅜, or 2 inch opening. Write or wire lowest prices delivered.

L. A. HARRIS, RECEIVER.
BLUE GRASS CANNING CO.,
OWENSBORO, KY.

Virginia Can Company,

MANUFACTURERS OF

Two and Three Pound Cans

FOR

FRUIT AND VEGETABLE PACKERS.

It is of obvious advantage to the Fruit and Vegetable Packers of Virginia, the Carolinas and Tennessee, that they can buy a quick and ready supply of reliable cans near home. This they can do from the Virginia Can Company. Cases, Solder and Canners' Supplies also furnished. Correspondence Invited.

VIRGINIA CAN COMPANY,
Buchanan, Va.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.

	Cash.	Regular.
Standard 2s	$	50
" 3s		57½ 70
" Gallons		1 65 1 90

BAKED BEANS.

Lunch 1s	$	31 42
" 2s		40 70
Tall 2s		40 70
" 3s		55 90

BEANS.

Green String 2s	$	50 75
" " 3s		75 90
" " Gallons		2 40 2 50
White Wax 2s		45 65
" " 3s		80 90
" " Gallons		2 25 2 60
Refugee 2s		80
" Extras, 2s		1 25 1 60
Green Lima 2s		85 90
" " small 2s		1 10 1 25

BERRIES.

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	57½
" Extra Fancy Preserved Strawberries		1 20 1 25
No. 1 Ex. Pres. Strawberries, oval cans		80
" 2 Standard Raspberries		75
" Ex. Pres. Red Raspberries		1 20
" Standard Blackberries		95
" 3 " "		
" 2 Extra Blackberries		
" " Fancy "		1 20
" Standard Gooseberries		95
" " Blueberries		65

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	95 1 00
" " Pres		1 10 1 15
Blueberries, 2s		67½ 70
Strawberries, 2s		57½ 60
" Preserved 1s		80 85
" " 2s		1 15 1 30
" Gallons		3 50 4 00
Gooseberries, 2s		90 95
Raspberries, Red 2s		75 80
" " " Preserved		1 20 1 30
" Black 2s		75 80
" " " Preserved		1 20 1 25

CHERRIES.

Red 2s	$	65 70
White 2s		1 00 1 25

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	$	67½ 70
" Choice		75 80
" Dry Pack		75 90
" Shoe Peg		85 1 00
" Choice Standard County		
" Standard County		
" " Extra County		
" Fancy County		

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Moist Pack	$	70 75
" New York or Maine Style		75 80
" Seconds, Soaked		55 60
" Standard		60 65

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$	62½ 65
" New York or Maine Style		75 80
" Seconds		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	60
" " " Dry Packed		75
" Ex. Sugar Corn, fine qual., dry pk'd.		85

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	60 65
" New York or Maine Style Dry Pack		72 85
" Seconds " " "		

CORN AND TOMATOES.

No. 2	$	65
No. 3		

OKRA.

Standard 2s	$	70
" 3s		90

OKRA AND TOMATOES.

No. 2	$	65
No. 3		85

OYSTERS.

	Cash.	Regular.
2s, 4 Ounce	$	85
1s, 5 "		90 92½
1s, 8 "		
2s, 10 "		1 70
1s, Light Weight		50
2s, Light Weight		
1s, Lunch Tins		
1s, 6 Ounce Selects		
2s, 12 " "		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	1 15
" 2 "		
5 oz. No. 1 Standards		87½
10 " "		1 65
5 oz. Standards, tall cans		90
10 " " "		1 65
4 oz. No. 1 Cove		82½
8 " 2 "		1 50
No. 1 Light Weights		50
" 2 " "		

PEARS.

Bartlett 2s	$	75
" 3s		1 00
Extra Bartlett 2s		
" " 3s		

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	1 35 1 50
" Seconds, "		1 10 1 15
" Pie Unpeeled		80 85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	1 50 1 60
3-lb. " Selected " "		1 65 1 70
No. 3 Standard, Yellow		1 40 1 45
" Seconds, Yellow		1 10 1 15
" " White		1 05 1 10
2-lb. " Peaches		80 90
No. 2 Standard, Yellow		1 10 1 15
" " White		1 10 1 15
Gallons, Pie		2 75 3 00
3-lb. Pie		77½ 80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White	$	1 10
" Extra Standard, Yellow		1 15 1 20
" Seconds, White		80 85
" " Yellow		85 90
No. 3 Standard, White		1 40 1 50
" " Yellow		1 45 1 50
" " Extra Yellow		1 65 1 75
" Off Standard, Yellow		1 30 1 40
" Seconds, White		1 10 1 15
" " Yellow		1 15 1 25
" In Syrup		1 35 1 40
" Pie, Unpeeled		85 90
No. 6 " "		
Gallons, Pie, Unpeeled		2 75 2 90
" " Peeled		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	80
" " Peeled		1 00
Gallon Pies, Unpeeled		2 65
" " Peeled		
No. 2 Seconds, White		80
" " Yellow		85
No. 3 Seconds, White		1 05
" " Yellow		1 10
No. 2 Standards, White		95
" " Yellow		1 00
No. 3 Standards, White		
" " Yellow		1 45
" Ex. Selected, Yellow	1 60	1 75

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	70 80
" " " Sifted		85 1 20
" " " 2ds, labeled Standard		55 60
" Soaks		40 45
" Seconds		
" Marrowfat, Full Standard		75
" " White		
" " Soaks		40 45

M. MORFIT, Broker, Baltimore.

2 Early June Standard		75 85
2 " Sifted		1 00 1 20
2 " Extra Sifted		1 10 1 35
2 " Extra Fine Sifted		1 40 1 60
2 " Petit Pois		1 75 2 00
2 " Off Standard		70 75
2 " Off Sifted		85 95
2 " Off Extra Sifted		95 1 15
2 " Off Sifted Petit Pois		1 40 1 75
2 " Seconds		60 70
2 " " Sifted		80 85
2 " " Extra Sifted		90 1 10
2 Marrowfat		75 85
2 " Sifted		85 95
2 " Extra Sifted		1 10 1 50
2 " Seconds		60 75
2 Sweet Extra		90 1 00
2 Sweet Petit Pois		1 50

PEAS—Continued.

	Cash.		Regular.	
T. G. CRANWELL & Co., Brokers, Baltimore				
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan. Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	.....	85
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	.....	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	1 50	1 60
Extra 1s, Eyeless and Coreless	.....	.....	.....	1 00
" 2s, "	.....	.....	1 75	1 85
" 1s, Grated	.....	.....	.....	1 00
" 2s, "	.....	.....	1 75	1 85
Preserved 2s, Eyeless and Coreless	.....	.....	1 75	1 90
" " Grated	.....	.....	1 80	2 00
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	.....	.....
" " Grated	.....	.....	1 00	.....
" " Cocktail	.....	.....	95	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	70	.....
" " in Syrup	.....	.....	75	.....
Gallon " in Water	.....	.....	2 00	.....
" " in Syrup	.....	.....	2 10	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.	Cash.		Regular.	
No. 3 Full Standards	65	.....	67½	.....
" Seconds	62½	.....	65	.....
No. 2 Full Standards	47½	.....	50	.....
" Seconds	45	.....	47½	.....
Gallons, Standard	1 85	.....	1 90	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
— No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	67½	70	.....	.....
" Seconds, Labeled Standards	62½	.....	.....	65
No. 2 Full Standards	.....	.....	50	55
" Seconds, Labeled Standards	45	.....	.....	47½

M. MORFIT, Broker, Baltimore.

No. 3 Standard	70	75	.....	.....
" " Country	65	70	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	50	.....	.....	.....
" 3 " "	67½	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	62½	.....	.....	.....
" 2 "	45	.....	.....	.....
Gallon Standard Tomatoes	1 95	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	1 75 @	1 90
" Maryland gallons	.....	1 75
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	3 90
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 25	1 35
" No. 2 String, Southern	52½	55
" Baked, No. 3	65	70
" N. Y. String, 2s	1 25	1 30

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	105	1 10
" " Maine	.....	.....
" " Southern	77½	80
" " Western, 2s	82½	90
LOBSTER—Talls, 1-lb	.....	.....
" flats, 1-lb	3 45	3 50
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Siandard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 35	1 40
PEARS—California 2½-lb	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	67½	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	1 25
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	70	1 00
" Gallon	2 00	
SALMON—Columbia River talls, 1-lb	1 70	1 75
" " " flats, 1-lb	1 85	1 90
" " " " ½-lb	1 05	1 07½
" Alaska Red, talls, 1-lb	1 15	1 23½
" Medium Red, talls, 1-lb	1 10	1 12½
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	.....	.....
" " flats, ½-lb	.....	.....
" Alaska Pink, talls, 1-lb	80	85
" Cohoes, talls, 1-lb	.....	.....
" Cohoes, flats, 1-lb	.....	.....
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	.....	1 50
" other pack, 2s	.....	1 35
TOMATOES—No. 2 Standard Maryland	55	57½
" No. 3 " "	67½	75
" No. 3 " New Jersey	95	1 00
" Gallons, Maryland	1 90	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 17½	16½	15½
Wire Coil	17½	16½	15½
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	14 50 "
No. 2 P. H	15 00 "
No. 3 P. H	19 50 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard	20 00 "

SOLDER HEMMED CAPS.

S. H. $ .95 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

2 S. H	2 L. H.	3 Stand.	Gallons.
$14.00	$14.50	$18.00	$44.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 60	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 46	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 19	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 14	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	3 79	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$29 25	29 50	.....	.....
Malacca	29 25	29 50	.....	.....

PIG LEAD.

Omaha	$ 4 40	4 50	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2¾ in.	4 in.
No. 2 Cans	3 7-16 in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¾ in.	7 in.

All outside measure at largest parts.

HEYDEN SUGAR

Endorsed by the most prominent authorities in the medical world as being more healthful than cane sugar for use in the packing of food products. You have used it for the past six years; you can still use it. Write to us for our booklet quoting authorities.

Chicago, Ill
Philadelphia, Pa
Boston, Mass.
Providence, R. I.
Montreal, Canada.
Hamilton, Ontario.

A. KLIPSTEIN & CO.,

122 PEARL STREET,
NEW YORK.

ROBERT C. GRIFFITH & CO., Baltimore, Md.,
Agents for the Southern Canners and Packers.

E. E. MANHARD, Waterloo, Iowa.
Agent for Iowa, Wisconsin and Illinois.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. SEVENTH & GOUGH STREETS, BALTIMORE, MD.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,
737 EAST PRATT STREET
BALTIMORE, MD.

"Pack Asparagus and Make Money."

This is the one vegetable that is always in short supply and pays a big profit.

For Sale.—A Farm, specially suited to growing asparagus or other vegetables for canners' uses.

275 acres good land and buildings at the low price of $5,500.

Well located in Southern Maryland, near Potomac River; has 50 acres of land specially adapted to growing asparagus, also tomatoes, beans, corn, etc. For full particulars, write us.

J. L. ROWLAND & CO,,
504 East Fayette street, Baltimore.

C. W. BAKER. W. E. MORGAN.

BAKER & MORGAN,

Canned Goods Brokers,

ABERDEEN, MD.

CORN AND TOMATOES A SPECIALTY.

Kerosene Oil Heating,

WHY

Subject your lives and buildings to the dangers attending gasoline in any form

WHEN

You can obtain better results at Twenty-five per cent less expense by adopting the

CLARK KEROSENE OIL SYSTEM

WHICH IS

Most economical, safe and durable, having a faultless reputation of fourteen years' duration.

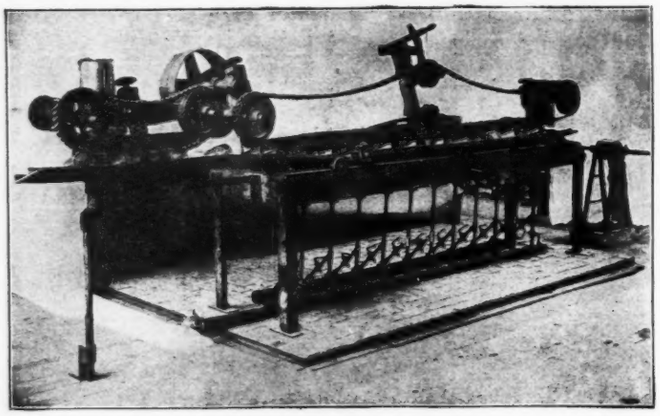
Send for Catalogue.

THE CLARK NOVELTY COMPANY,
ROCHESTER, N. Y.

CAN FLOATING MACHINE

With Acid and Cooling Attachment.

The Improved Round Can Floating Machine illustrated below will solder cans up to 6¼ inches in diameter, and has a capacity of 40,000 2-lb. can ends per day. A great number are now in use, doing good work, with a rapidity approached by no other machine.



JOHN R. MITCHELL,

CANNING AND CANMAKING MACHINERY,

Foot of Washington St. **BALTIMORE, MD., U. S. A.**

The Hastings Industrial Company,

79 Dearborn St., Chicago, Ill.

OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

Improved Sauer Kraut Cutter.

BEST KRAUT CUTTER IN THE WORLD.

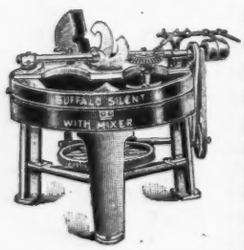
Cuts the Cabbage long, so much desired to make the best Kraut.

Two Sizes for Hand and Power.

Some References of Firms Using Them.

Skaneateles Sauer Kraut Co., Skaneateles, N. Y.
Ring Rose Pickling Co., Minneapolis, Minn.
Manitowoc Pickling Co., Manitowoc, Wis.
A. Grossenbach & Co., Milwaukee, Wis.
Pickards Vinegar Co., Leavenworth, Kan.
Le Roy Canning Co., Le Roy, N. Y.
Erie Preserving Co., Lockport, N. Y.
F. Roebrecht, Newark, N. J.
C. Ricker, Stapleton, L. I.
T. J. Kurdle, Baltimore, Md.
Gross Bros., Baltimore, Md.
John Blaul & Sons, Burlington, Ia.
Blue Grass Canning Co., Owensboro, Ky.
Blue Hill Preserving Co., Boston, Mass.
Wm. Pomerich, Oshkosh, Wis.
Geo. Schneider, Philadelphia, Pa.
Adams Bros. & Co., Philadelphia, Pa.
Geo. Raemish, Winsor, Wis.
Clyde Kraut Co., Clyde, N. Y.

Vegetable, Fruit and Meat Cutter.



Buffalo Silent Cutter.

FASTEST CUTTER IN THE WORLD For Mince Meat, Picalilli, Onions, Horse Radish, Crushed Fruits Etc.

Core Cutter.

Saves the CORE GIVES KRAUT BETTER FLAVOR and Keeps Better.

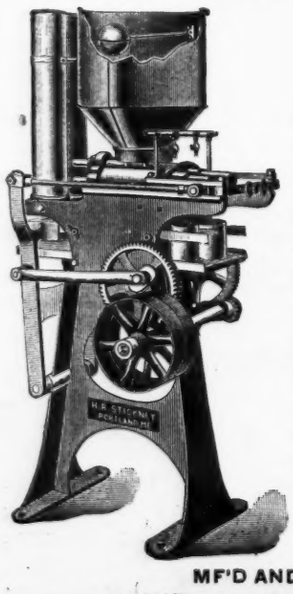
Saves 15 to 20%

Write for Catalogue.

JOHN E. SMITH'S SONS CO.,
BUFFALO, N. Y., U. S. A.

THE
STICKNEY
CONDENSED
MILK FILLER
PATENTED.

CAPACITY 30,000 IN TEN HOURS.



IT IS THE BEST.

Tested by four years of use on Cans and GLASS JARS.

Cans are fed and filled automatically two at a time leaving them perfectly clean on top so they go direct to sealers without intermediate attention.

They are easily set up, operated and cleaned, and the fill is regulated while going to a nicety.

Used by the Borden Condensed Milk Co., in four of their factories, and eleven other concerns use from one to three machines each.

MF'D AND SOLD ONLY BY

HENRY R. STICKNEY, PORTLAND MAINE, U.S.A.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

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Wanted—A thoroughly competent "Kraut" man. Answer at once, with full information, to "Kraut," care of The Trade.

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Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Wanted—A situation by a first-class catsup maker who also understands preserve making and the processing of tomatoes and fruit. Address R. Alexander, care General Delivery, Cincinnati, O.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

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—EXPERT IN—

Canning and Preserving. *Chemist and Anylist.*

GOODS ANALYZED.
WORKING FORMULAS.
NEW IDEAS ELABORATED.

Formulas and Processes for Jams, Jellies, Preserves; Wet and Dry Mince Meat, Pie Preparations, Soups, Catsups, Flavoring Extracts, Candies, Yeast Powder, Etc., Etc.

PROCESSES IMPROVED.
OUTPUT CHEAPENED.
NEW PLANTS OUTLINED.

PRICES REASONABLE. CORRESPONDENCE SOLICITED.

...MAKE YOUR OWN CANS...

THE NEW SEAM SANITARY CAN.

Round, Square or Irregular Shapes For Food Products of all Kinds.

Require no Holes and Caps. The Entire Top Open.

Closed without heat, solder or objectionable acid fluxes.

Will stand both retort and bath processing.

A perfect Sanitary Can being obtained, eliminating all the faults of the old style, making an ideal package, as cheap, more attractive, wholesome, better than anything yet devised.

A descriptive, illustrated catalog and samples will be sent upon request. State kind of goods packed.

A limited number of cans for trial will be sent, free of cost; but if a more extensive test is desired suitable arrangements may be made with Mess. Bogle & Scott, N. Y. C., for such "NEW SEAM SANITARY CANS" and the use of a Double Seamer, as illustrated."

No. 2 Automatic Double Seamer—Round Cans

—*The*—

Max Ams Machine Company,

Mount Vernon,

New York,

U. S. A.

Originators and specialists in all kinds of machines for "Sanitary Cans," round, square, oval and irregular shapes. Patented in all countries.

It is the Leaks that Count.

CANNERS' SOLDERING FLUX

SHIPPED IN

Never-Leak-Packages

Insures you full measure and besides it is so concentrated that you get three gallons for one of the other kinds.

THOMSEN CHEMICAL CO.,

BALTIMORE, MD.

Let us send you a Sample.

Consumers Can Company,

Baltimore, Md.

Reference:
National Bank of Commerce.

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WE ARE NOW READY TO BOOK ORDERS FOR 1905. EVERYTHING IN THE METAL LINE HAS ADVANCED EXCEPT TINPLATE AND THIS IS VERY LIKELY TO FOLLOW, HOW SOON WE CANNOT SAY, BUT OUR 1905 CONTRACT WILL PROTECT YOU UNDER ANY CONDITIONS. LET US HEAR FROM YOU BEFORE YOU BUY.

BALTIMORE SOLDER WORKS.

A. SCHULTZ & CO.

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1015, 1017 and 1019 EAST FAYETTE STREET.

Pig Tin, Pig Lead,

——Tin Plate.——

MANUFACTURERS OF

THE ONLY RELIABLE SOLDERS FOR CANMAKERS AND PACKERS.

EXCELSIOR SOLDERING FLUX.

The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

WIRE SOLDER.

Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

Capacity of Furnaces

——20,000 Pounds Per Day.——

The only establishment in the country where you can get everything needed for canmaking and packing business. Thirty years experience supplying the trade.

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Unusual facilities for placing entire packs of goods throughout the west. Correspondence solicited.

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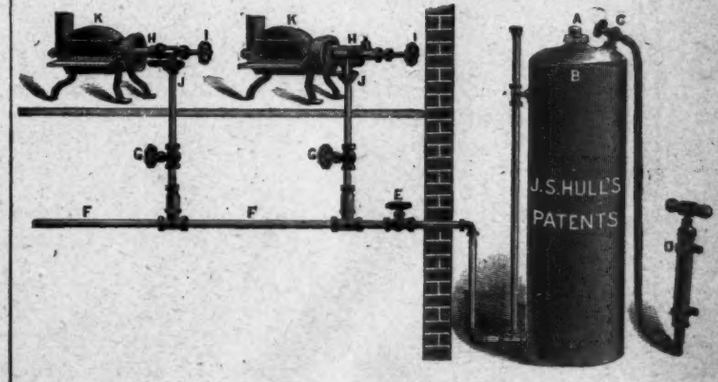
125-127 EAST FALLS AVENUE,

BALTIMORE, MD.



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Repairs Promptly Attended to.

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